

Message Text

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ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 L-03 FRB-03 OMB-01 ITC-01

SP-02 USIA-06 AGRE-00 AID-05 CIAE-00 COME-00

INR-07 IO-13 LAB-04 NSAE-00 OIC-02 EPG-02 SIL-01

STR-04 TRSE-00 CEA-01 AF-10 EA-07 EUR-12 NEA-10

/112 W

-----025109 012106Z /65

R 292354Z JUN 77 ZDK

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 3216

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EO 11652: N/A

TAGS: UNCTAD, ETRD, MX

SUBJECT: SUGAR: DISCUSSIONS WITH GEPLACEA OFFICIAL ON
RECENT ISA NEGOTIATIONS

1. EMBASSY OFFICERS MET RECENTLY WITH DR. MANUEL DIAZ
FRANJUL, ASSISTANT SECRETARY FOR MARKETING AND STATISTICS
OF GEPLACEA, AT HIS REQUEST. HE REVIEWED EVENTS OF THE
RECENT ISA NEGOTIATIONS AND MADE SEVERAL COMMENTS ABOUT
HOW HE NOW SEES THE SITUATION.

2. DIAZ REMAINS OPTIMISTIC THAT AN INTERNATIONAL SUGAR
AGREEMENT CAN BE REACHED. HE URGES, HOWEVER, THAT THE
MOST IMPORTANT PREREQUISITE WILL BE A CLEAR RECOGNITION
BY IMPORTERS OF THE LIMITED FINANCIAL CAPACITIES OF THE
SMALLER EXPORTING COUNTRIES. THE SIZE OF ANY SPECIAL
STOCKS AND THE NATURE OF THEIR FINANCING, FOR EXAMPLE,
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WILL BE OF VITAL IMPORTANCE TO A SMALL EXPORTER.
(REGARDING TRADITIONAL STOCKS, HE MENTIONED THAT THE
POSITION OF THE DOMINICAN REPUBLIC WILL BE THAT THEY NOT
EXCEED SEVEN PERCENT OF TOTAL PRODUCTION.) HE FURTHER
POINTED OUT THAT A POOR COUNTRY WHOSE ECONOMY DEPENDS
HEAVILY ON SUGAR MUST NATURALLY FIRST SEEK PRICE STABILITY
AND PREDICTABLE MARKET ACCESS COMMITMENTS.

3. DIAZ WAS CRITICAL OF THE U.S. TACTIC OF INTRODUCING NEW PROPOSAL AFTER THE BEGINNING OF NEGOTIATIONS WITH NO PRIOR DISCUSSIONS. HE POINTED OUT THAT THE LACK OF TIME NEEDED FOR WORKING OUT THE DETAILS FOR THE U.S. PROPOSAL ALMOST GUARANTEED THAT IT WOULD NOT BE ACCEPTED. HE STRESSED THAT THE NEXT U.S. MOVE WOULD BE VERY IMPORTANT AND HE IS MOST INTERESTED IN HAVING A CONTINUING DIALOGUE WITH US ON IT. HE SAID THAT THE NEXT REGULAR GEPLACEA MEETING SCHEDULED FOR OCTOBER IN JAMAICA WILL PROBABLY BE MOVED UP TO AUGUST IN ORDER TO PRECEDE NEXT ROUND OF ISA NEGOTIATIONS. NEITHER HE NOR EXECUTIVE SECRETARY JORGE BRIOSO PLAN TO ATTEND THE PRELIMINARY LONDON TALKS IN JULY.

4. EMBASSY WISHES TO POINT OUT THAT OUR GOOD RAPPORT WITH GEPLACEA OFFICIALS MAY OFFER USEFUL POSSIBILITY FOR TRYING OUT IDEAS PRIOR TO BEGINNING OF NEXT ISA TALKS. WE HAVE ALSO BEEN APPROACHED BY GOM OFFICIALS WHO REQUESTED DISCUSSION OF U.S. POSITION. WE WOULD, THEREFORE, APPRECIATE HAVING A STATEMENT OF CURRENT U.S. POSITION AND THEN ANY SUBSEQUENT CHANGES AS THEY OCCUR. THOMPSON

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Sent Date: 29-Jun-1977 12:00:00 am
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Disposition Approved on Date:
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